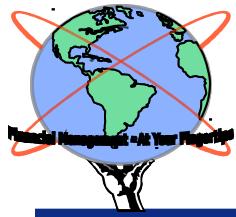*I n t e g r i t y - S e r v i c e - E x c e l l e n c e*

Defense Enterprise Accounting and Management System (DEAMS) Industry Day
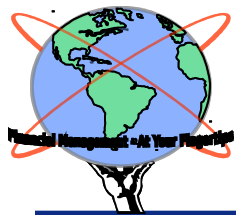
25-26 Mar 04
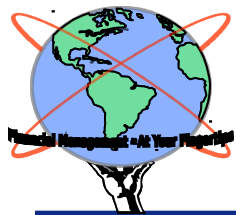
Welcome &
Administrative Details

Chart 2

Thurs Agenda

1:00 – 1:30	**Workshop Overview**	**Mr. Scott Olgeaty** **USTRANSCOM Acquisition Program Manager**
1:30 – 1:45	**Governance** **&** **Functional Support Strategy**	**Mr. Dennis Sullivan** **Deputy Functional Program Manager**
1:45 – 2:00	**BREAK**	**ALL**
2:00 – 3:00	**Acquisition Status Update**	**Mr. Dick Honneywell** **DEAMS Acquisition Program Manager**
3:00 - 3:30	**Roles & Responsibilities**	**Mr. Robert Appelbaum** **DEAMS System Engineer**
3:30 – 5:00	**Risk Management Group Session**	**Dr. George Orr** **DEAMS System Engineer/Risk Mgr**

Chart 3

U.S. AIR FORCE

DFAS

Fri Agenda

9:00 – 9:30	IBM
9:40 – 10:10	DSG
10:15 – 10:45	Oracle
10:50 – 11:20	Cap Gemini Ernst & Young
11:25 – 12:25	Lunch
12:25 – 12:55	SRA
1:00 – 1:30	Accenture
1:40 – 2:10	KPMG
2:15 – 2:45	SAP
2:50 – 3:20	AMS
3:25 – 3:55	Unisys
4:00 – 4:30	CSC

Chart 4

U.S. AIR FORCE

Background/Accomplishments

| Date	Background/Accomplishments
2 Feb 04	➢ **Conducted Industry Day** ➢ **Communicated Acquisition Alternatives**
3-4 Feb 04	➢ **Conducted COTS Familiarization Demonstrations** ➢ **Demonstrated the "Art of the Possible"**
18-19 Feb 04	➢ **Conducted Industry Risk Workshop** ➢ **Focus- proposed acquisition strategy risks**
25 & 26 Mar 04	➢ **Conduct 2nd Industry Risk Workshop focused on:** ➢ **Communicating refined acquisition strategy alternatives** ➢ **Schedule/Schedule Risks** ➢ **Alternatives for capabilities packaging/delivery**

Chart 5

U.S. AIR FORCE

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Participation/Expectations

➢ **Two-Way information exchange between the Government & Industry imperative**

  ➢ Must do this as a TEAM

  ➢ Leverage the team's diversity, skills, and "lesson's learned"

➢ **Open Communication/Active Participation**

  ➢ Equal voice for everyone

  ➢ Don't dominate the discussions

  ➢ Limit "sidebars"

  ➢ We need to hear from you!

    ➢ This is your chance to have an influence

Chart 6

U.S. AIR FORCE

DFAS
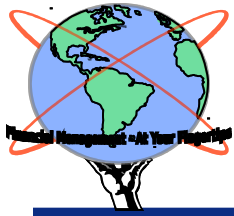
Original Acquisition Strategy

➢ **Strategy Option A**
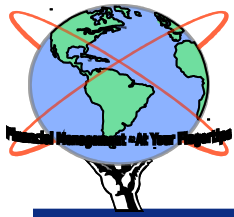
   ➢ **Two Source Selections**

      ➢ COTS/Enterprise Support Services

      ➢ Up to 5 Integrator teams

➢ **Strategy Option B**

   ➢ **Single Source Selection for COTS Team**

      ➢ COTS/ Enterprise Support Services

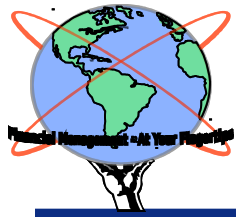   ➢ Minimum of 3-5 Integrator teams

Chart 7

Key Acquisition Strategy Risks (Original Alternatives)

- **Effective Governance Process**
  - **Resolve issues/disputes**
  - **Advocate BPR**
- **Functional Support Strategy**
  - **User/SME accessibility**
- **Acquisition Strategy**
  - **Selection process is too extended**
  - **Need single point of accountability**
  - **Some COTs vendors lack experience in successfully performing Enterprise Support Services (ESS) role**
  - **Having COTS vendors as prime challenges established industry business models**
- **Roles & Responsibilities**
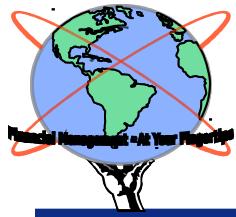 - **Clarification required**

Chart 8

U.S. AIR FORCE

DEAMS Governance Process & Functional Support Strategy

**Mr. Dennis Sullivan
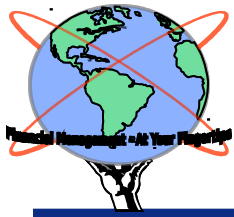DFAS
DEAMS Deputy Functional Manager**

DEAMS Governance Process

- **Four-star commitment from USTRANSCOM, OSD, and AF**
- **Provides for both increment specific and cross-increment/cross-service governance**
  - **Executive Steering Group**
    - General Officer/Senior Executive Service committee with representation from USTRANSCOM, BMMP, DFAS, USAF, Army, Navy, and PEO
    - Requirements Oversight
    - Resolves issues/disputes
    - Advocates of BPR Process
  - **Functional Requirements Board (FRB)**
    - Representation from USTRANSCOM, AF, DFAS, and end-users
    - Prioritization of requirements (sustainment/modernization)
  - **DEAMS CCB**
    - Representation from Gov't, ESS, Integrator, and COTS vendor
    - Address/Resolve configuration issues
  - **DEAMS Working Group**
    - Representation from ESS, Integrator, and COTS Vendor
    - Resolves developmental issues between integrators
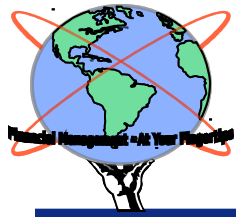
Chart 10

Functional Support Strategy

➢ **Full-time, On-site Functional Support:**
  ➢ 1 USTRANSCOM manager
  ➢ 1 DFAS manager
  ➢ 18 full-time Subject Matter Experts (SMEs) covering all core functional areas

➢ **Part-time Extended Teams:**
  ➢ Scheduled access to SMEs for specific tasks/coordination
  ➢ 22 DFAS SMEs →in-place
  ➢ Air Force (AF) SMEs representing 8 AF Major Commands (MAJCOMs) and Air National Guard (ANG)→ in-progress
  ➢ Army and Navy SMEs representing Military Sealift Command (MSC) and Strategic Distribution and Deployment Command (SDDC) → in-progress

Chart 11

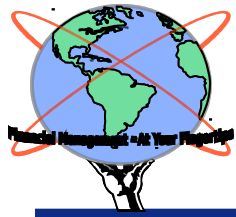U.S. AIR FORCE

Functional Requirements Update

- **Significant Omissions from First Deliverable**
  - Cost Management
  - Reports/Management Information
  - Detailed Billing Requirements
  - Data Conversion Requirements/Standards

- **Next Formal Deliverable is Apr 30th:**
  - Will include Requirements Traceability Matrix (RTM) with 800+ functional requirements mapped to program increments
  - Associated process flows and detailed narratives
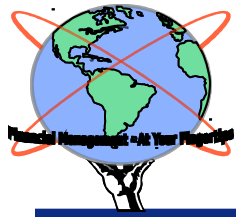 - Will post DRAFT version Apr 12th

Chart 12

DEAMS Acquisition Status Update

**Mr. Richard Honneywell
Director, Financial Information SPO,
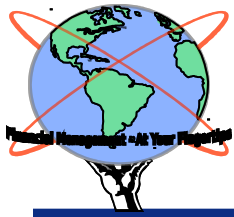DEAMS Acquisition Program Manager**

U.S. AIR FORCE

Acquisition Status Overview

➢ **Acquisition Authority Update**

➢ **Key Strategy Changes**

➢ **Refined Acquisition Strategy**

➢ **Contracting/Incentive Strategy**

➢ **Road Ahead/Key Events**

➢ **Discussion/Feedback**
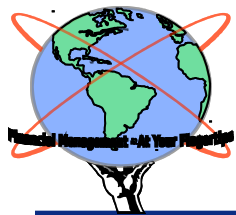
Chart 14

U.S. AIR FORCE

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Acquisition Authority Update

➢ **Authority to proceed with acquisition has not been granted**

➢ **Awaiting OSD OIPT direction on oversight approach and Milestone level documentation requirements**

➢ **OIPT discussing two alternatives**
  - ➢ **Designate Increment One (Scott AFB) as a pilot**
  - ➢ **Modified Milestone Process**
  - ➢ **Evolutionary Acquisition Decision Review process**

➢ **Anticipate decision/direction early April**

Chart 15

U.S. AIR FORCE

Modified Milestone Process

| 2004 | M | A | M | J | J | A | S | O | N | D |

Business Case
- AoA, EA, Meas, BPR

Final Draft — Complete

ICD

FAA/FNA/FSA — Final Draft — JROC Approval Not required

Acquisition Strategy
- TDS

Final Draft — MDA Approval

Test & Eval Strategy

Final Draft — Complete

IA Strategy

Final Draft — Complete

Market Survey

Complete

BMMP Cert
- GIG Compliance

BEA Self-Assessment — ROI — USD(C) Certification

CCA Cert

Complete

MS A

IIPT — OIPT — ITAB, if need — ADM

Chart 16

U.S. AIR FORCE

Key Strategy Changes

- **Streamlined COTS selection**
  - Combined Orals, Fit-Gap and Fly-off activities for COTS
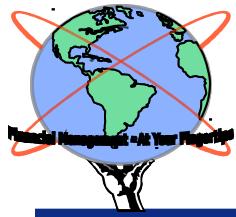 - Fly-off conducted within Competitive Acquisition
- **Increment One Prime Integrator provides ESS capabilities**
  - Provides long term relationship
  - Eligible for future Integration services
- **Use of existing contracting vehicles**
  - COTS – Enterprise Software Initiative (ESI)
  - Integrator – possible use of Enterprise Information Technology Acquisition (EITA)
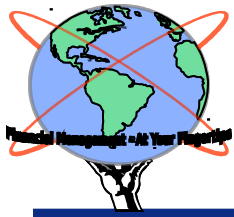
Chart 17

U.S. AIR FORCE

Refined Acquisition Strategy

- ➢ **COTS Software Licenses/Maintenance Alternatives**
  - ➢ **Integrator acquires development and production licenses following COTS selection by Government**
  - ➢ **Competitive acquisition utilizing existing DoD Enterprise Software Initiative (ESI) contract**

- ➢ **Integrator Teams**
  - ➢ **Multiple Acquisitions to best value integrators**
    - ➢ **First Award**
      - ➢ **Scott AFB with option for remainder of USTRANSCOM**
      - ➢ **Enterprise Support Services (ESS) responsibility throughout program lifecycle**
    - ➢ **Follow on acquisitions for remaining Increments**
  - ➢ **Contract Alternatives**
    - ➢ **Use Enterprise Information Technology Acquisition (EITA)**
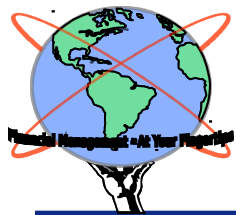   - ➢ **Full and Open Competition**

Chart 18

➢ **Option 1 - Integrator acquires COTS licenses**

> ➢ **RFI issued by Government**
>
> > ➢ **Capabilities Package, Fit Gap required**
> >
> > ➢ **Conference Room Fly-off conducted**
> >
> > ➢ **Price Proposal not required**
>
> ➢ **Integrators purchase licenses for development and production environments**
>
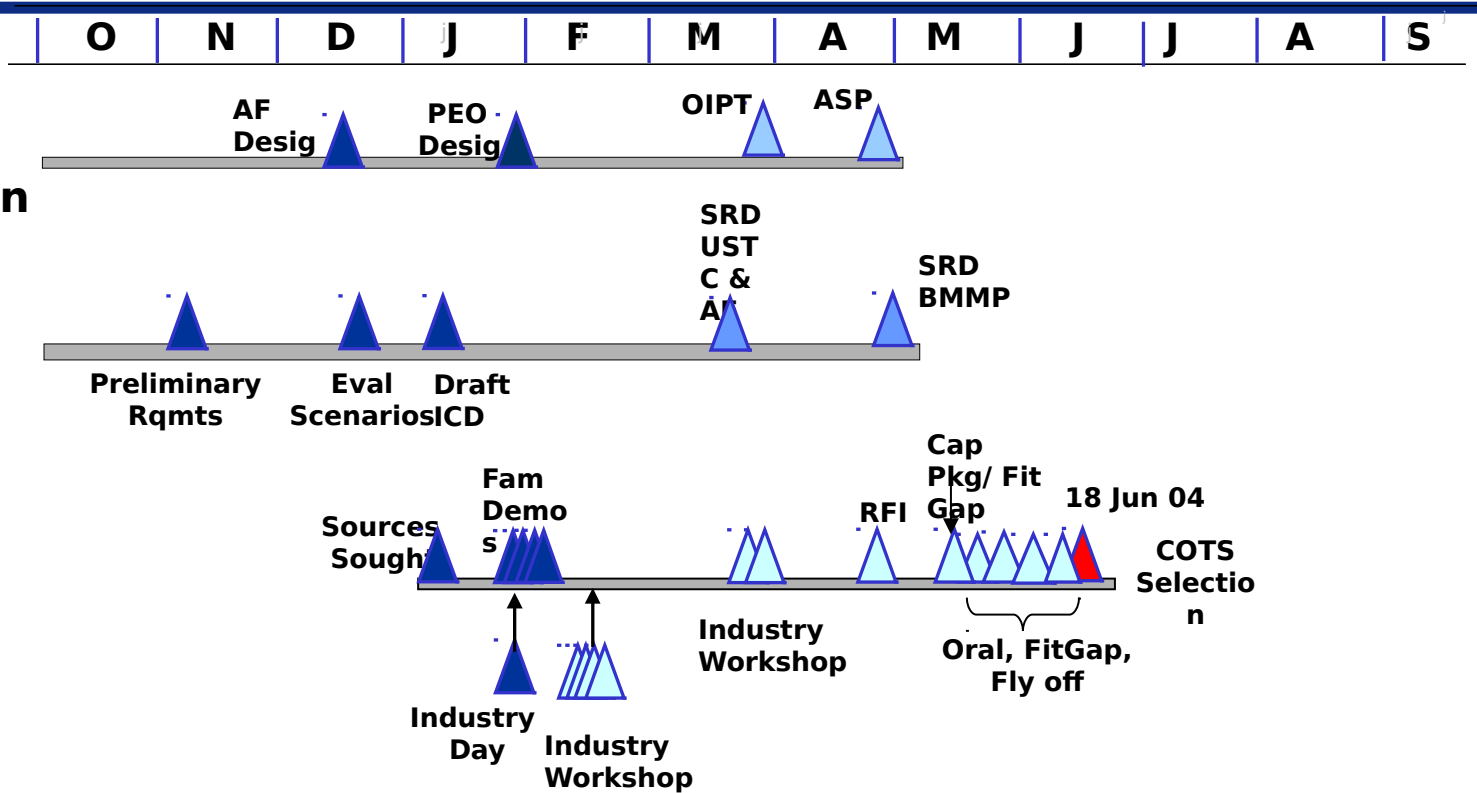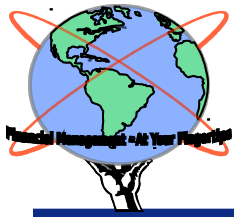> ➢ **Government no longer serves in integration capacity**

Chart 19

> ➢ **May be directed to utilize ESI Vehicle**

COTS Schedule - Option 1 Update

O	N	D	J	F	M	A	M	J	J	A	S

Acquisition Authorization

AF Desig

PEO Desig

OIPT

ASP

Requirements

Preliminary Rqmts

Eval Scenarios

Draft ICD

SRD USTC & A

SRD BMMP

Software Selection

Sources Sought

Fam Demos

RFI

Cap Pkg/ Fit Gap

18 Jun 04

COTS Selection

Industry Day

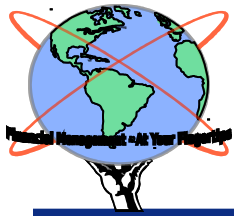Industry Workshop

Industry Workshop

Oral, FitGap, Fly off

Chart 20

U.S. AIR FORCE

DFAS

➢ **Option 2 - Utilize existing DoD Enterprise Software Initiative (ESI) contract**

➢Decentralized Ordering

➢Use FAR Part 8

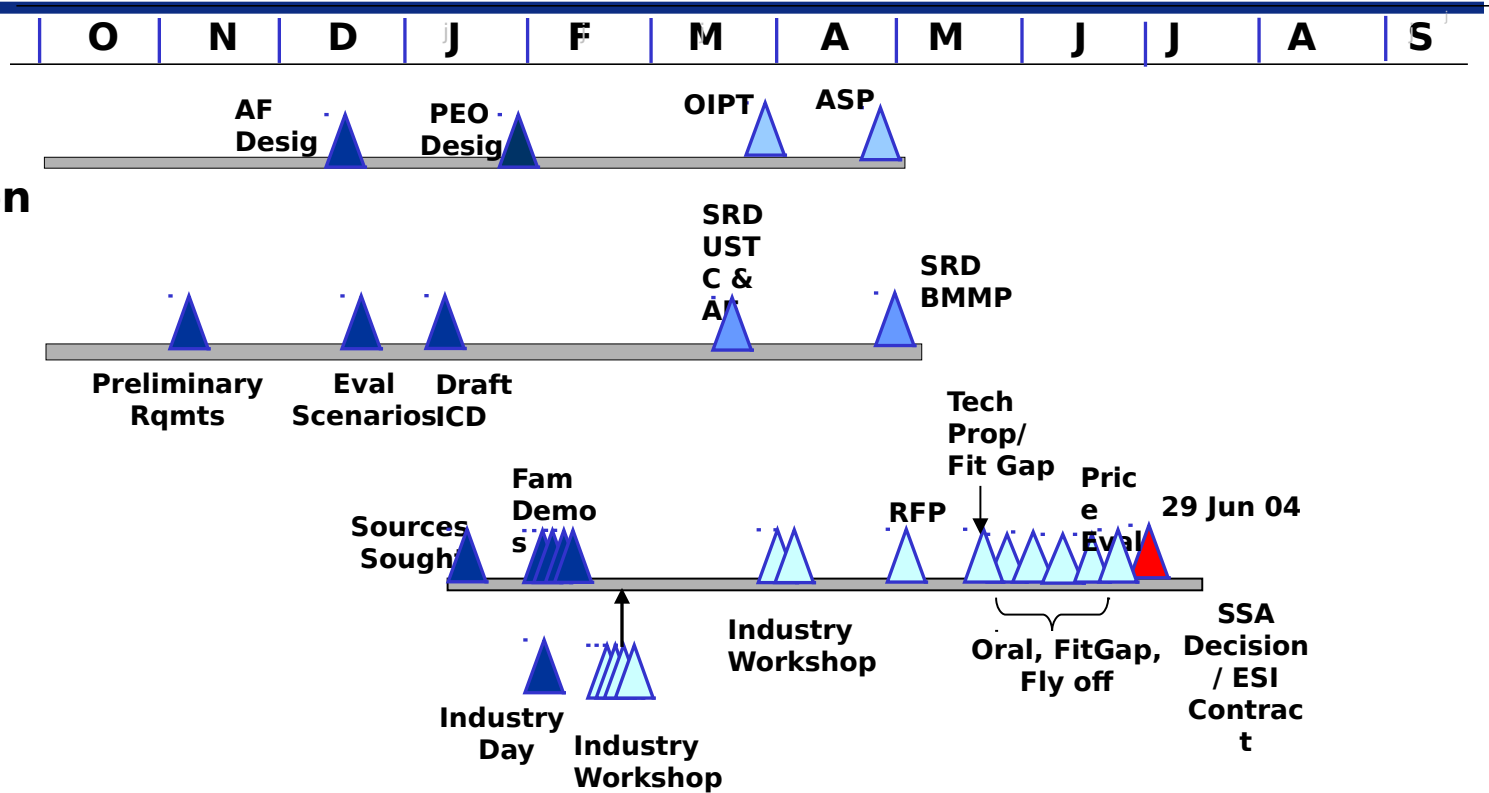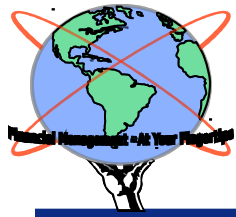➢ **Establish CLIN structure necessary to support   USTRANSCOM and AF**

Chart 21

COTS Schedule – Option 2

O	N	D	J	F	M	A	M	J	J	A	S

Acquisition Authorization

- AF Desig
- PEO Desig
- OIPT
- ASP

Requirements

- Preliminary Rqmts
- Eval Scenarios
- Draft ICD
- SRD USTC & AF
- SRD BMMP

Software (ESI)

- Sources Sought
- Fam Demos
- Industry Workshop
- RFP
- Tech Prop/ Fit Gap
- Price Eval
- 29 Jun 04
- Industry Day
- Industry Workshop
- Oral, FitGap, Fly off
- SSA Decision / ESI Contract

Chart 22

Integrator Contracting Strategy Alternatives

➢ **Option 1 - Use EITA contract**

  ➢**Award to one Integrator for Scott AFB with option for remainder of USTRANSCOM**

  ➢**Competitive acquisition for remaining increments**

  ➢ **Cost-Plus – with Incentive (fee maximum 15%)**

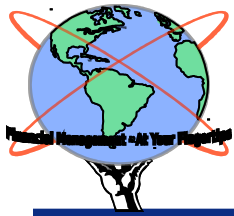   ➢**Performance and schedule incentives**

  ➢ **Use FAR part 15**

PROs

➢ **Accelerates access to "Black Belts"**

➢ **Reduces contracting timeline**

➢ **Makes use of existing contract vehicle**

➢ **Supports competitive contracting strategy**

CONs

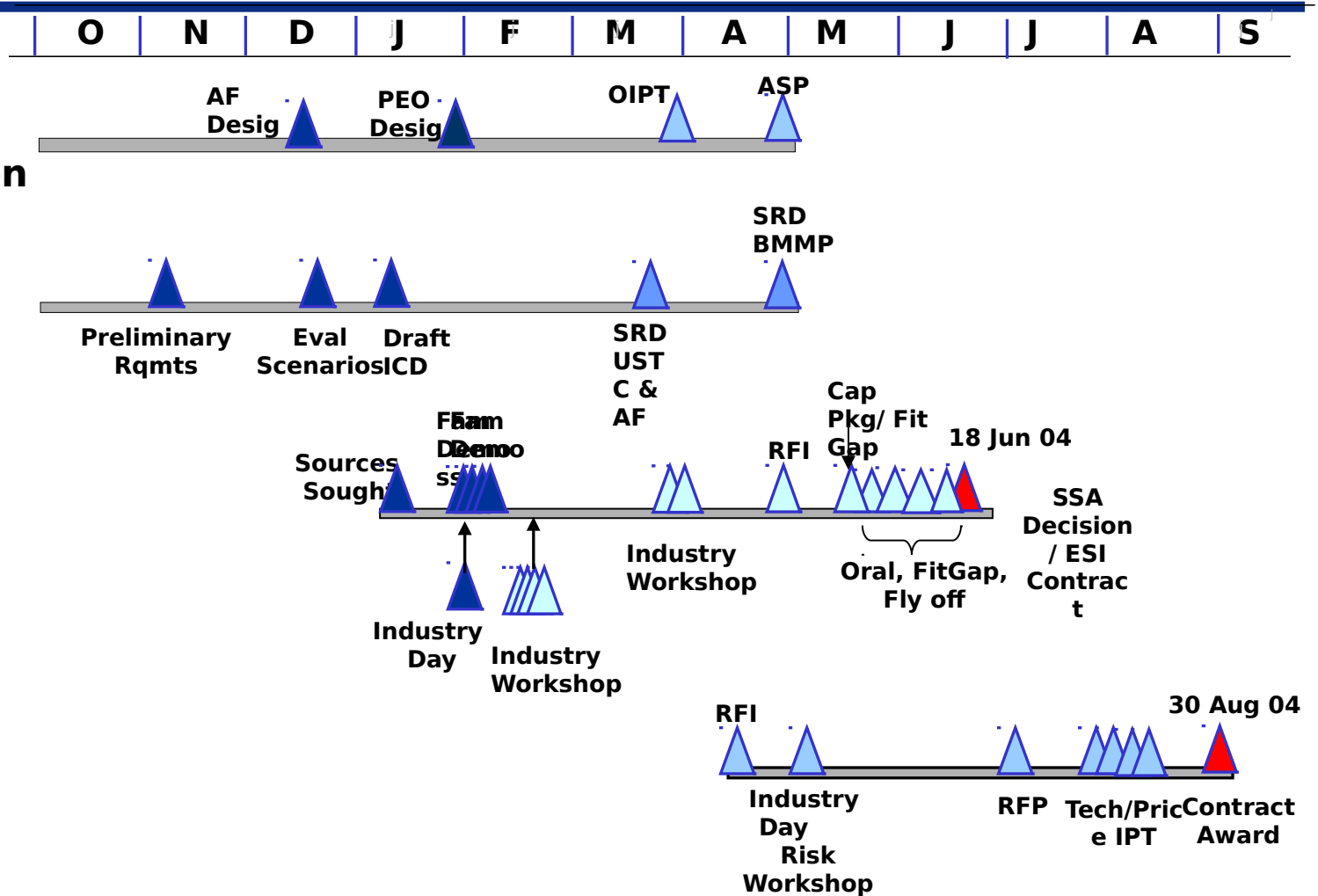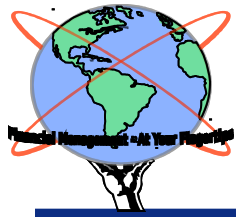➢ **Timing of EITA Award**

➢ **Limits long term relationship for ESS**

Chart 23

Option 1 Roadmap

O	N	D	J	F	M	A	M	J	J	A	S

Acquisition Authorization

AF Desig

PEO Desig

OIPT

ASP

Requirements

Preliminary Rqmts

Eval Scenarios

Draft ICD

SRD UST C & AF

SRD BMMP

Software (ESI)

Sources Sought

Fram Demo

RFI

Cap Pkg/ Fit Gap

18 Jun 04

Industry Workshop

SSA Decision / ESI Contract

Industry Day

Industry Workshop

Oral, FitGap, Fly off

Integrator (EITA)

RFI

Industry Day Risk Workshop

RFP

Tech/Price IPT

30 Aug 04

Contract Award

Chart 24

Integrator Contracting Strategy Alternatives

➤ **Option 2 - Full and Open for Integrator**
  ➤ **Award to one Integrator for Scott AFB with option for remainder of USTRANSCOM (FAR Part 15)**
  ➤ **Competitive acquisition for remaining efforts (EITA)**
  ➤ **Cost-Plus – with Incentive (fee maximum 15%)**
    ➤ **Performance, cost and schedule incentives**
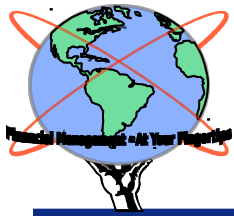 ➤ **Award Term for ESS**

PROs
- **Access to "Black Belts"**
- **Can choose contracting vehicle**
  - **Performance incentives**
  - **Award Terms**
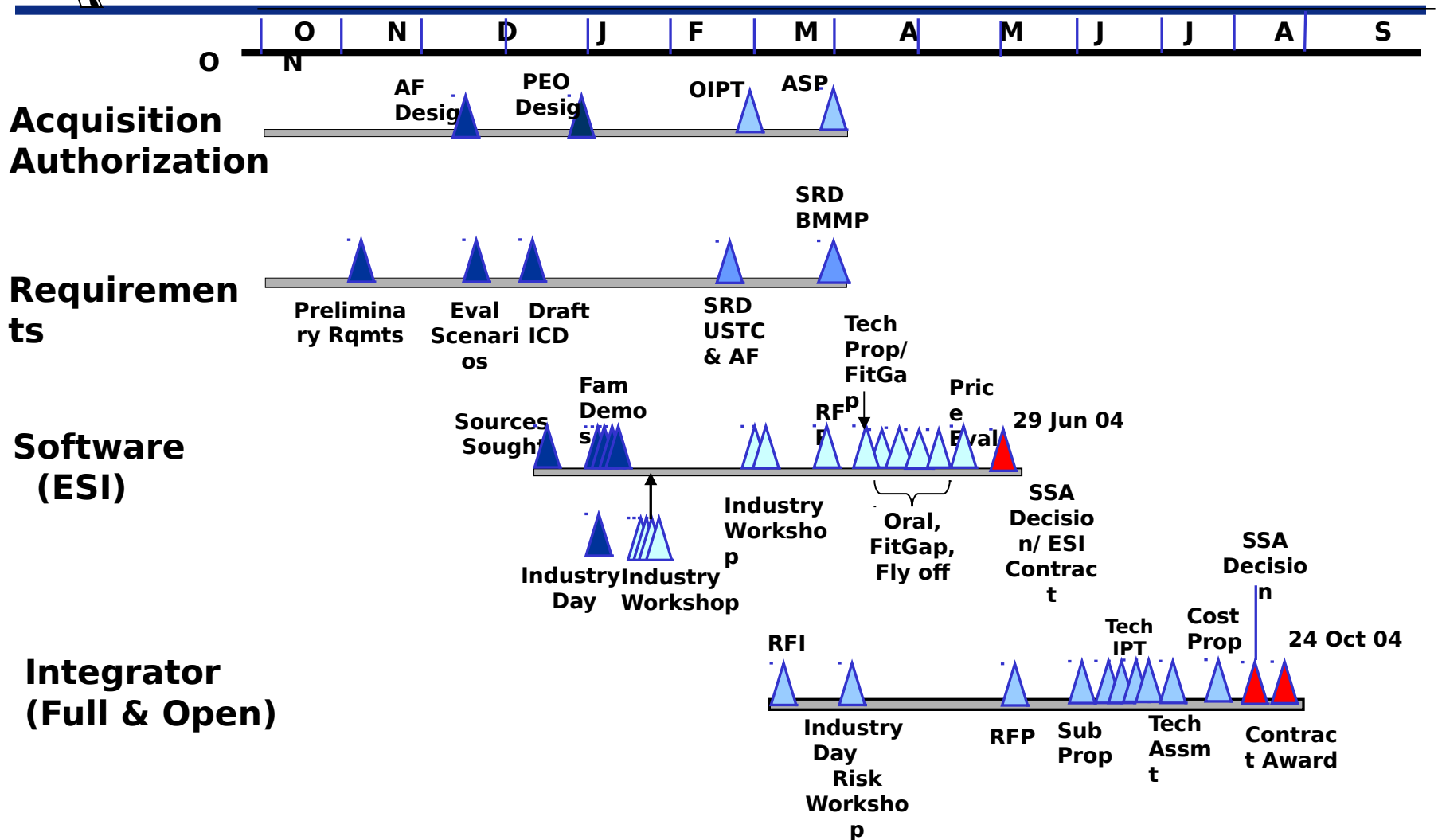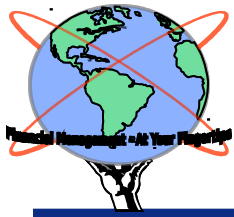- **Establishment of long term relationship for ESS capabilities**

CONs
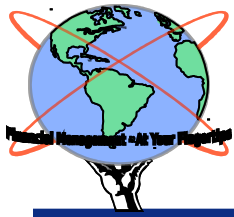- **Extends contracting timeline**

Chart 25

Option 2 Roadmap

O N D J F M A M J J A S

O N

Acquisition Authorization

AF Desig
PEO Desig
OIPT
ASP

Requirements

Preliminary Rqmts
Eval Scenarios
Draft ICD
SRD USTC & AF
SRD BMMP

Software (ESI)

Sources Sought
Fam Demos
Industry Workshop
RFP
Tech Prop/ FitGap
Price Eval
29 Jun 04

Industry Day
Industry Workshop

Oral, FitGap, Fly off

SSA Decision/ ESI Contract

Integrator (Full & Open)

RFI
Tech IPT
Cost Prop
SSA Decision
24 Oct 04

Industry Day Risk Workshop
RFP
Sub Prop
Tech Assmt
Contract Award

Chart 26

U.S. AIR FORCE

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Incentive Strategy

- Applied to each vendor-proposed increment
  - Fee structure
    - ESS Function CPAF - Award fee (range of 0-10%)
    - Integrator CPIF - Incentive fee (range of 0-15%)
- Incentive fee key components
  - Performance metric—measures capabilities delivered within cost and schedule
  - Schedule metric—measures on-time delivery
- Metrics combined to determine fee eligibility
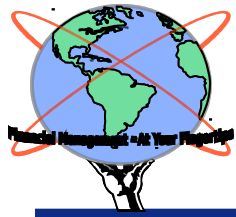 - Fee reduced for late delivery and cost overruns

Chart 27

U.S. AIR FORCE

Road Ahead / Key Events

➢ **Acquisition Authority Decision   5 April 04**

➢ **Release of TWCF funds   TBD (prior to RFP)**

➢ **Acquisition Strategy Panel (ASP) Early May**

➢ **RFI/RFP Release COTS   Early May**

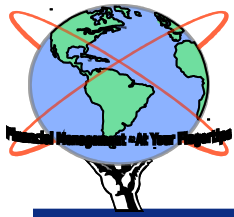➢ **RFP Release Integration   Late Jun/Early Jul**

Chart 28

U.S. AIR FORCE

DFAS

Roles
&
Responsibilities

Mr. Robert Appelbaum
DEAMS System Engineer

Chart 29

U.S. AIR FORCE

DFAS

COTS Provider

- **Provide COTS licenses**
- **Support follow-on maintenance licensing**
- **Provide technical support**
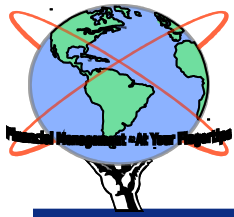 - Address configuration changes due to software problem reports

Chart 30

- ➢ **Provide technical expertise on the COTS product selected for implementation**
- ➢ **Act as the DEAMS Configuration Control Board (CCB) Secretariat**
  - ➢ Chair Working Group to review requirements changes, proposed configurations, other technical issues and report results/decisions to the SPO & the Configuration Control Board (CCB)
    - ➢ Participate in WG, TIMs, JADs assessments
    - ➢ Review technical deliverables as requested by SPO
    - ➢ Provide advise on current baseline, repository contents, etc.
  - ➢ Elevate irresolvable and contracting issues to the CCB and SPO for government resolution
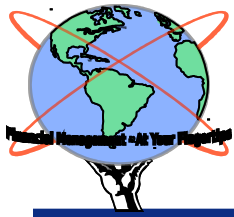   - ➢ Report potential alternatives and impacts to the SPO and CCB

Chart 31

U.S. AIR FORCE

- **Create and maintain an application code library**
  - COTS modules
  - Middleware/bolt-on products
  - Custom application code
- **Provide configuration management over the following:**
  - Data/Architecture/Security standards
  - Data schema/metadata definitions and repository
  - Software product baselines
  - Platform environmental standards
    - Application/integration test environment
    - Sustainment environment
  - **System documentation**
    - Examples include system requirements document(s), requirements traceability matrix, use cases, architectural documents, design documents, test documents, CDRL deliverables, training documents, etc
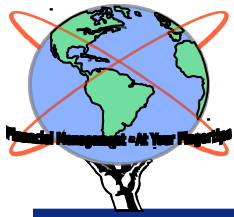
Chart 32

➢ **Potential for developing and maintaining enterprise test environment**

➢ **Consolidate/store training courseware and documentation for deployed increments**

➢ **Create and maintain a software resolution database:**

  ➢ Coordinate the dissemination of problem resolutions to all integrators
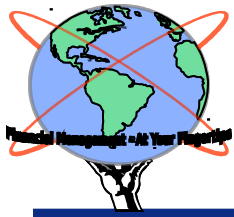
➢ **Facilitates knowledge transfer**

Chart 33

U.S. AIR FORCE

Integrator

- **Work with customer, SPO, and ESS to baseline/develop technical and design standards**

- **Support requisite business process re-engineering**
  - BPR
  - Change management and end-user acceptance

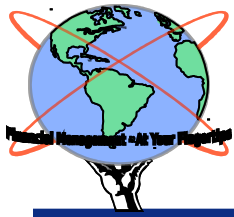- **Update/develop requirements documentation, as necessary**

Chart 34

- ➢ **Implement baselined functional and technical requirements using the selected COTS tool**
  - ➢ Develop detailed design specifications
  - ➢ Configure the selected COTS solution based on requirements and detailed design
  - ➢ Configure and implement all required middleware tools
  - ➢ Develop custom code if required
  - ➢ Develop integration capability with legacy systems
  - ➢ Support the development of required agreements with interface partners
  - ➢ Develop test plan and test scenarios
  - ➢ Perform necessary testing and document results
  - ➢ Perform deployment activities

Chart 35

U.S. AIR FORCE

DFAS
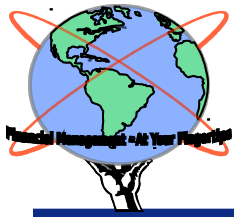
- **Develop necessary Increment training documents and courseware**
- **Perform necessary Increment training**
- **Provide necessary Increment sustainment**
- **Perform knowledge transfer**
- **Provide help desk support**
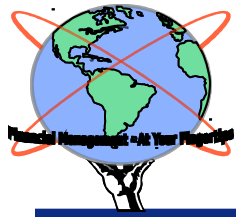- **Support Configuration Control Board (CCB)**

Chart 36

- **Encouraged to continue participation in the DEAMS effort**
  - **Participate in DEAMS Working Group and in various Technical Interchange Meetings (TIMs)**
  - **Results in:**
    - Knowledge transfer
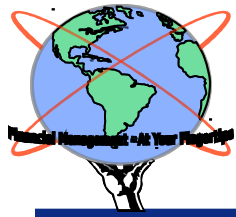   - Prepares for follow-on increment competitive acquisitions

Chart 37

Industry White Paper Common Themes

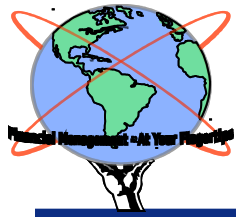Dr. George Orr
DEAMS System Engineer

Chart 38

Industry Whitepaper Feedback
Common Threads

➤ **Goals**

➤ Present Common Threads observed in White Papers submitted prior to Workshop

➤ Discuss the common threads to make sure government understands input

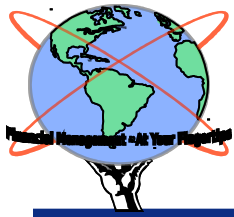➤ Set stage for individual sessions to follow

Chart 39

U.S. AIR FORCE

Industry Whitepaper Feedback
Common Threads

➢ **Requirements**

    ➢ **Detail of requirements**

    ➢ **Establishment of priority requirements, goals and objectives**
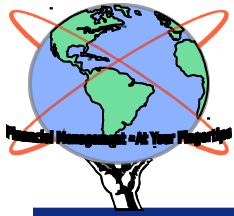
    ➢ **Linkages to BEA and BMMP "best practices"**

Chart 40

U.S. AIR FORCE

Common Threads

➢ **Data integration and interfaces**

    ➢ **Number of interfaces given timeline**

    ➢ **Data conversion methods**

    ➢ **Flexibility of both DEAMS and legacy systems to different integration methodologies**
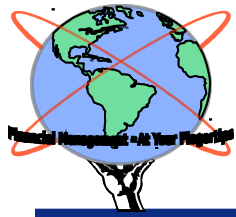
Chart 41

U.S. AIR FORCE

Common Threads

➢ **Change management**

　➢ **Executive sponsorship**

　➢ **Need for user participation and acceptance**

　　➢ **Business process reengineering**
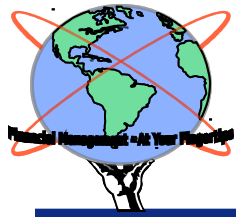
　　➢ **Acceptance of "standard processes"**

Chart 42

Common Threads

➢ **Capability packaging**

  ➢ **Incremental versus "Big Bang"**

    ➢ **Risk trade-off**

  ➢ **Establishing increments**

    ➢ **Increment definition drivers**

      ➢ Functional Priority Driven

      ➢ Software Capability Driven

      ➢ Current Capability Driven

Chart 43

Industry Whitepaper Feedback
Common Threads

➢ We look forward to more detailed discussions during the individual session

➢ Results of preliminary FitGap

➢ Identification of requirements considered difficult or complex

➢ Identification of alternatives for capability packages that can be deployed starting in January 2005

Chart 44

U.S. AIR FORCE